

"PROJECT MANAGERS IMPACT ON FINANCIAL OUTCOMES"

PRESENTED BY DAVID ASHCRAFT

DATE Wednesday, February 17, 2010

PLACE Little America Hotel, 500 South Main Street, Salt Lake City, UT 84101

TIME 8:00am to 2:00pm

COST \$200

OTHER Continental breakfast and lunch will be served at this event.

LAST DAY TO REGISTER February 10, 2010

ABOUT THE CLASS A Financial Management Class That You Will Enjoy!

UMCA members will have FUN as they work through a case study and uncover the math mystery buried in the WIP. They will calculate each column by hand to see where the numbers come from and recognize which numbers provide key information. The key information will spotlight problems and opportunities contained within the numbers of a financial report. Project managers will increase their financial fluency and be able to communicate more effectively to get the right information to make their projects more profitable.

Topics include:

1. How project managers impact the company income statement and balance sheet
2. How the WIP can effect year end profits and cash flow
3. Overbillings and underbillings and the impact of each
4. Analyze the difference between gross profit % and mark up %
5. WIP Case Study explaining what each column represents and where the math comes from
6. Explain what percentage of completion accounting is and why it is used.

What participants have said:

"The section explaining change order pricing and the impact on gross margin pays for the class. Our project managers now have a clear understanding of why the accounting staff is always "bugging" them to get their job costs in and call customers to ask when they are going to pay. The class does a great job taking a boring subject and explaining how project managers impact the income statement and balance sheet."

Lou Baily, Operations Manager for Special Projects, McKinstry - Seattle

ABOUT DAVID ASHCRAFT

David Ashcraft specializes in the training area of financial management. His expertise is taking normally torturous subject matter and converting the content to be educational, engaging, and entertaining. He custom designs and delivers training and keynote speeches for business networks, associations, and banks. He works closely with the MCA of Western Washington and designs and delivers custom financial programs to meet their members' needs.

REGISTRATION

NAME _____

COMPANY _____

BILLING ADDRESS _____

PHONE NUMBER _____ FAX NUMBER _____

EMAIL ADDRESS _____

TOTAL TO BE BILLED _____ PAYMENT TYPE ☐ VISA ☐ MC ☐ AMEX ☐ CHECK

CREDIT CARD NUMBER _____ EXPIRATION _____

SIGNATURE _____

Signature authorizes card processing for \$200 per registration plus 5% convenience fee. Payment must accompany registration form. Return forms to the UMCA office by Wednesday, February 10th, 2010 via mail or fax.

ADDRESS 669 S 200 E Suite 200 Salt Lake City, UT 84111 **PHONE** 801.364.7768 **FAX** 801.531.7725

EMAIL Robert Bergman robert@umca.com | Sarah Black sarah@umca.com

UMCA building solutions

EDUCATION SERIES